

## Message Text

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ORIGIN OPIC-06

INFO OCT-01 ARA-10 ISO-00 AID-05 EB-07 SSO-00 SIG-02

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DRAFTED BY OPIC/ID/LA:BTMANSBACH:SMW

APPROVED BY EB/IDF/OIA:RDKAUZLARICH

EB/IFD/OIA:DSTEBBING

ARA/ECP:DTAHER (INFO)

-----050324Z 003909 /70

O 042152Z MAY 77

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ IMMEDIATE

AMEMBASSY BOGOTA IMMEDIATE

AMCONSUL CALI IMMEDIATE

AMEMBASSY LIMA IMMEDIATE

AMCONSUL GUAYAQUIL IMMEDIATE

AMEMBASSY QUITO IMMEDIATE

UNCLAS STATE 101689

FROM OPIC

E.O. 11652: N/A

TAGS: EINV

SUBJECT: ANDEAN INVESTMENT MISSION

THE FOLLOWING INFORMATION RECEIVED TODAY:

1. COMPANY BIOGRAPHY:

2. OBJECTIVE:

-- N-REN CORPORATION

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1. N-REN CORPORATION MANUFACTURES NITROGEN-BASED CHEMICAL FERTILIZERS AND INDUSTRIAL GRADE CHEMICALS AT FIVE PLANT LOCATIONS IN THE MIDWESTERN AND SOUTHWESTERN UNITED STATES. THE COMPANY'S PRODUCTS ARE DISTRIBUTED THROUGH A WHOLESALE MARKETING NETWORK INTO 20-25 AGRICULTURAL STATES, AND IT PRODUCES OVER 1.5 MILLION TONS ANNUALLY OF PRODUCTS WHICH INCLUDE ANHYDROUS AMMONIA, AMMONIUM NITRATE AND UREA. THE

COMPANY'S CORPORATE HEADQUARTERS AND U.S. OPERATIONS ARE BASED IN CINCINNATI, OHIO.

N-REN CORPORATION ALSO SERVES AS A GENERAL, MANAGING PARTNER IN JOINT VENTURES IN WHICH IT HAS A SUBSTANTIAL INTEREST, BOTH IN THE UNITED STATES AND ABROAD, FOR THE

ERCTION OF INTEGRATED CHEMICAL FERTILIZER COMPLEXES RANGING FROM 65,000-200,000 ANNUAL SHORT TONS CAPACITY. THE COMPANY EMPLOYS A UNIQUE CONSTRUCTION CONCEPT. SMALL TO MEDIUM SIZED FERTILIZER COMPLEXES, TAILORED TO THE INTERNAL AGRICULTURAL NEEDS OF A COUNTRY ARE BUILT USING PRE-DESIGNED, PRE-PACKAGED, SKID-MOUNTED PLANT COMPONENTS WHICH ARE ASSEMBLED AT THE CONSTRUCTION SITE. THE PRE-PACKAGED PLANT IS PRE-TESTED AND OFFERS A WIDE RANGE OF ECONOMIES, INCLUDING TIGHT CONSTRUCTION SYNCHRONIZATION WITH EARLIER "ON STREAM" RESULTS. THE COMPANY'S CONSTRUCTION MANAGEMENT EXPERIENCE AND EXPERTISE HAS BEEN DEVELOPED OVER THE PAST 25 YEARS FROM THE WELL-ESTABLISHED ROLE OF PREDECESSOR COMPANIES THAT HAVE ENGAGED IN THE ENGINEERING, DESIGN, AND CONSTRUCTION OF FERTILIZER PLANTS THROUGHOUT THE WORLD.

IN RECENT YEARS, THE COMPANY'S INVOLVEMENT IN INTER-NATIONAL JOINT VENTURES FOR THE CONSTRUCTION OF INTEGRATED FERTILIZER COMPLEXES HAS BEEN DIRECTED FROM THE COMPANY'S INTERNATIONAL BRANCH IN BRUSSELS, BELGIUM. THE COMPANY IS PRESENTLY A PARTICIPANT IN AN OPERATING JOINT VENTURE FERTILIZER COMPLEX IN MAURITIUS AND IS A PARTICIPANT IN UNCLASSIFIED

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JOINT VENTURES AT VARIOUS STAGES OF DEVELOPMENT IN KENYA, SENEGAL, GABON AND THE SUDAN.

2. N-REN'S PURPOSE IN JOINING THE ANDEAN CONFERENCE WILL BE TO ESTABLISH LIASON IN PERU, COLOMBIA, ECUADOR, AND BOLIVIA TO EXPLORE THE ESTABLISHMENT OF JOINT VENTURES COMPANIES FOR THE CONSTRUCTION AND OPERATION OF SMALL TO MEDIUM SIZED CHEMICAL FERTILIZER COMPLEXES. N-REN WOULD PREFER THE ESTABLISHMENT OF A LONG-RANGE RELATIONSHIP WHICH INVOLVES BOTH THE GOVERNMENT AND INVESTMENT FROM THE PRIVATE SECTOR.

THE COMPANY HOPES TO HAVE THE OPPORTUNITY TO MEET WITH THE MINISTERS OF FINANCE, INDUSTRIAL DEVELOPMENT AND AGRICULTURE, AS WELL AS REPRESENTATIVES OF THE PRIVATE SECTOR, WHO WOULD BE POTENTIAL USERS OF FERTILIZER PRODUCTS, AND INVESTORS IN THE JOINT VENTURE. VANCE

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## Message Attributes

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**TAGS:** EINV, BL  
**To:** LA PAZ BOGOTA MULTIPLE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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